



G. N. Kuruc, Jr.
Key Account Manager
400 Raritan Center
Edison, N. J. 08837
908-225-4774
Voice Mail 43778

FAXED
March 13, 1997

Mr. Philip Baseil
Quick Chek Food Stores
Box 600-Old Highway
Whitehouse Station, NJ 08889

Dear Phil:

The \$.20 COURIER "signing bonus" was eliminated from the new contract due to the following positive changes made to our Private Label Program during 1996, going into 1997:

- In July 1997 we guaranteed the first \$.25 plus an additional \$.05 per carton for the Share of Category Bonus. This was added to your Accrual Funding.
- Beginning January 1997 an additional \$.25 per carton was added for Share of Category.
- Also for 1997 you are guaranteed the DORAL/Private Label semi annual payment of \$.35 per carton on all cartons of DORAL shipped to stores.

Bottom line, the above changes precipitated elimination of the COURIER Signing Bonus for the new contract.

If you have any questions, please call me.

Best Regards,

NICK
G. N. Kuruc, Jr.

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